

President
Mike Moody CPIM 615-325-8522
Imperial Group
mmoody@imperialgroup.com

Executive VP
VP Membership
Mike Leahy
615-595-6989
mpleahy@ckoin.com

VP Education
Wanda Roh
Dell Computers 615-795-9995
wanda_roh@dell.com

VP Programs (acting)
Secretary
George Gordon, CPIM, CIRM
Lifeway 615-251-5971
george.gordon@lifeway.com

VP Publicity/Emeritus Advisor
Royce Culpepper, CPIM
Retired 615-754-8537
royce@culpepper.net

Treasurer
Barb Bankson
Genesco 615-367-7112
bbankson@genesco.com

Board Member at Large
Yuepeng Li
yuepeng_li@yahoo.com

Past President
Tom Jenkins, CPIM, CIRM
DELL Computers 615-795-9578
Thomas_p_jenkins@dell.com

Board Member At Large
Web Master
Coni Moore
DELL Computers
Conimoore@Charter.net

Student Chapter Advisor
Steve Doerman
615-641-4263
sdiernab@atimwp.com

Employment Coordinator
Laura Pyron
615-773-6830
lpyron@cammbellhausfeld.com

MITE Address P O Box 293186 Nashville TN 37229-3186
January 18, 2005
New website www.apicsnashville.org

PLACE:	The Radisson at Opryland NASHVILLE
COST:	\$20.00
5:30-6.00	Networking
6.00-6:45	Dinner
6:45-7:00	Business
7:00-8:00	Jim Hutzel
Formula for Supply Chain Excellence: One is Greater Than Nine!	

**Formula for Supply Chain Excellence:
One is Greater Than Nine!**

It's always a good thing when one of our own agrees to present to our chapter. It reflects the good work and leadership our peers perform in our community and in companies in the Middle Tennessee area. This year, we are very fortunate to have not just one, but three chapter members present and will have another to lead off the year next September.



Jim Hutzel will present to us this month.

Jim has worked for several companies in Middle Tennessee and is a popular instructor in CPIM review classes. He has also presented papers to APICS International Conference

Hutzel presented a program to MITE several years ago and was well received.

Please support our local MITE chapter member and find out why One is greater than Nine in Supply Chain Excellence.

What A Way To End The Year!

For those of you who did not make it to the December Dell tour either because you just were not able to make it, or might have been inhibited from coming because of the



limit set on the number of participants, I offer an apology for not forecasting more accurately, and an "I'm sorry you missed out" on a great evening.

In my defense though, the tours we've had at this same time the past several years have drawn an average of 15-20 participants.

Based on this prior attendance data, projections for this tour were optimistically set at a level of 30-40 range. This should have provided adequate buffer. Wouldn't you know, we had almost 50 people sign up and attend and demand nearly exceeded capacity. I realize we APICS practitioners should know by now that forecasts are never right. Because of Dell's extremely busy season and limited guides available, the constraint (tour guide bottleneck) could have become an issue. However, through Dell management generosity, we were adequately chaperoned and had a very good tour. Again, I apologize but it does indicate the great interest a highly successful company like Dell generates.

Thank you, Dell and especially Craig Nunnari and tour guides Kathy Hage, Rhonda Woolbright, Tammie Hooper and Wade Larson for your excellent tour and the generosity you displayed to the MITE Chapter at the busiest time of your entire year.

If there is one lesson to be learned...other than that forecasting thing...it should be for all of us to sign up as early as possible for our APICS PDM's and events so that we are able to participate without any hindrances. This would be especially true whenever an event outside our control exists. I know this goes against the JIT philosophy but I consider this more in line with helping us in our longer range planning effort.

Bottom line is that, with this tour we ended 2004 in an outstanding way. I'm looking forward to 2005 and what it holds in store for us. We will be kicking off the year in January in great fashion with Jim Hutzel, one of our own, who will be speaking on, "*Formula for Supply Chain Excellence – One is Greater Than Nine.*" This topic sounds intriguing and I'm not sure where Jim learned to count, but I think it will provide us with an excellent beginning to a new year. I hope to see you there.

Yours truly,

George Gordon, CPIM, CIRM

Secretary and Acting VP, Programs

President's Message.....

Whew....2004 went really fast. It is hard to believe that a new year is here, and the holiday season is past. To some of us, that is a good thing. Thanks to all of you who helped make our



chapter activities successful in 2004, and please continue to support the Middle Tennessee Chapter in 2005.

We have more great programs and classes scheduled this year, but feel free to contact myself or any of the board members if you want to help out, or if you see a need that isn't being filled. We appreciate your feedback, and would welcome your participation at meetings,

classes, or at any of our board meetings. We are still looking for a VP of Programs for the board, and would welcome anyone who would like to help out in any area.

Don't forget to check out our web site www.apicsnashville.org for upcoming events, as well as information on past presentations. On the web site, you will find some of the past speaker's presentations that you can download. We are working hard to keep our web site current, and hope that you will visit it often for class and PDM dates. You will also find a list of our board of directors should you wish to contact us.

I would like to again thank Dell Computer for allowing us to hold our certification and fundamentals classes at their facilities in Lebanon and near the Nashville Airport. These classes are open to everyone, not just Dell employees, so please contact Wanda Roh for attendance information, or you can find more information in this newsletter. If your company would like to host an on-site class in the fundamentals or CPIM certification, please contact Wanda or any of the board members.

I would also like to thank all of our dedicated board members, including Laura Pyron for their dedication and help this past year. I have enjoyed working with each of you, and look forward to helping you guide chapter activities during the coming year.

In case you missed the article in the APICS magazine or on the web site, APICS is changing their name again. Yup, here we go again, but guess that's progress. The new name is shown below, and goes into effect January 1, 2005.

APICS The Association for Operations Management

--- Advancing Productivity, Innovation, and Competitive Success

Our next meeting is back at the Radisson Hotel near Opryland. Information is in this newsletter, so please join us. Please contact Laura Pyron for reservations. Also, please remember that Laura is our employment coordinator for our membership, so if you need help in matching up your company requirements for APICS professionals (or vice versa), give her a call. Our next board meeting is January 11th at Dell Computer, and any member is welcome to attend.

Mike Moody, CPIM, C.P.M.

APICS Education
Wanda Roh VP of Education

The 2005 year appears very promising for Educational opportunities through APICS. In the 2004 year we added Fundamentals of Inventory Control as a pre-requisite to the Basics of Supply Chain Management module. The enhanced coverage of material proved to be very successful for all those who took the certification exam.

The following schedule is set for Dell Computer locations. If you are interested in having classes at your facility please contact Wanda_Roh@Dell.com for more information.

February 7th (Mondays) Fundamentals of Inv. Control - 2 shifts - C. Moore Dell- Lebanon
February 8th (Tuesdays) Fundamentals of Inv. Control - 2 shifts - C. Moore Dell – Airport
March 9th (Wednesdays) Basics of Supply Chain Mgmt - 2 shifts - C. Moore Dell – Lebanon
March 10th (Thursdays) Basics of Supply Chain Mgmt - 2 shifts - C. Moore Dell - Airport
Spring- Date TBD Master Planning of Resources - 2 shifts - Ty Tabernik Dell – Airport and Lebanon

Fundamentals of Inventory Control is an 11 week course. Maintains a focus on the working calculations and vocabulary skills used in Demand Planning, Transformation of Demand into Supply,



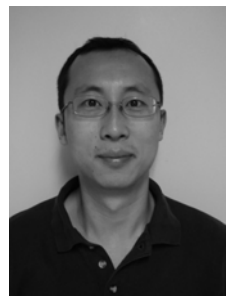
and Supply. These are three key areas on the certification exam. The focus rightfully explores the foundation of principles used in manufacturing management decisions. The new terminology and quantitative formulas should be given full attention and represent of knowledge all by themselves.

Basics of Supply Chain Management is a 10 week course that presents a complete overview of the planning and control of material into and out of an organization. This benefits everyone by providing a better understanding of the various components of the entire manufacturing enterprise and how they work together. The prerequisite for this course is **Fundamentals of Inv. Control**.

Master Planning of Resources. This 8-week course will explore processes used to develop sales and operations plans, and identify and assess internal and external demand and forecasting requirements. This benefits everyone by providing a better understanding of the various components of the entire manufacturing enterprise and how they work together. The prerequisite for this course is **Basic Supply Chain Management**

Check Out Our Website at www.apicsnashville.org

Please remember our website www.apicsnashville.org and visit it often! To make it easier for you, simply bookmark the website or add it to your favorite folder. In most cases, the website will provide you the latest updates of our APICS MITE Chapter. You will be able to check PDM meeting schedules and speakers for the whole year, register for upcoming PDM or training classes, find out how to contact us should you have questions and read previous newsletters and a lot more. We are continuously improving our website to add more features and enhance its functionalities. Very soon we will add training class schedule, employment opportunities and student chapter, which will be valuable services for members and for students interested in learning about what APICS can offer.



I welcome your suggestions at any time on how to improve the website. I firmly believe your contributions are critical in helping us to better understand your needs and serve you at a higher standard. So please don't hesitate to write your thoughts to webmaster@apicsnashville.org with proper subjects. I look forward to hearing from you!

Yuepeng Li, Member at Large
APICS MITE Chapter



Certified Implementer of Enterprise Resource Planning (CIERP)

Preparation Seminar and Exam Atlanta, GA (Feb 23, 24, and 25, 2005)

The CIERP Certification

Since their original implementation in business environments in the early seventies, the role of enterprise resource planning (ERP) systems has become crucial to businesses in virtually all industries. The right ERP set-up can potentially reach into every corner of an operation, from accounting to customer relationship management to deployment of new products and services. The **CIERP** standing for **Certified Implementer of Enterprise Resource Planning** is a certification program to ensure that the basic skill sets necessary to successfully implement and maintain an ERP system are present. Upon successfully passing the certification exam the participant will be legally certified by the CIBRES (<http://www.cibres.com>) organization to use CIERP after their name, will receive their certification papers by mail, and receive free networking opportunities for future growth and development.

Includes two full days of ERP training and exam preparation

You will receive two days of intensive training specifically in preparation for the CIERP exam. All educational materials are included with the seminar. CIERP training and certification helps to create professional implementers who can:

- Develop effective team structures for the correct situation
- Make correct critical decisions that are in the best overall interest of the enterprise
- Deal with complex political, computer, technical, and business changes
- Make direct contributions that substantially reduce the cost and time to implement
- Understand the implications of strategic and tactical actions in an ERP implementation
- Develop successful communication channels in a project
- Promote flexibility in adapting to change
- Bring people, processes, and technology together under a common unified vision
- Organize critical resources to add value to an ERP system

Location of Seminar and Testing:

Country Club of Roswell
2500 Club Springs Drive
Roswell, GA 30076

Airport Transportation is available on request
Hotel Arrangements are available on request

Attire: Business Casual

Refreshments, lunch and all classroom materials included

Registration Information:

- CIERP Preparation Seminar**
Feb 23-24, 2005 8:30 am – 3:30 pm
Atlanta, GA
Fee: **\$575** per person (includes textbooks)
Early Registration before Feb 9th, 2005
Fee: **\$500** per person (includes textbooks)

Seminar seating limited to first 15 registrants.

- CIERP Certification Exam**
Feb 25, 2005 8:30 am – 12:30 pm (lunch to follow)
Atlanta, GA
Fee: **\$230** per person
Exam seating limited to first 15 registrants.

APICS 7 Certification Maintenance Points

▶ **Please complete for each registrant:**

- ◆ **Name:** _____
- ◆ **E-mail:** _____
- ◆ **Address:** _____
- ◆ **City:** _____ **State:** _____ **Zip:** _____
- ◆ **Phone:** (_____) _____

▶ **I am making payment by:**

- Check Payable to APICS Atlanta**
- Credit Card**
- ◆ **Card Type** (Visa, MC, etc.) _____
- ◆ **Card #:** _____ **Expires:** _____
- ◆ **Card Holder Name:** _____
- ◆ **Signature:** _____

▶ **4 Registration Methods:**

- ◆ **E-Mail:** chandraiah12@yahoo.com
- ◆ **Web:** www.APICSAnta.org
- ◆ **Fax:** 1-770-662-3692
- ◆ **Voice:** 1-770-662-3695
- ◆ **Questions:** David.vanvalkenburgh@micromeritics.com
- ◆ **Mail:** **APICS Atlanta**
881 Bexton Road.
Moreland, GA 30259-2720

For more detailed benefits on CIERP training & certification
<http://www.cibres.com/rcierp-reg.htm>

PDM SCHEDULE 2005

January 18, 2005

Formula for Supply Chain Excellence: One is Greater Than Nine! Jim Hutzal, A O Smith Radisson,

February 15, 2005

How Does Fulfillment Strategy Fit Into The Direct Model?" Greg Kelly, Dell Computer Radisson,

February 23-25, 2005

Certified Implementer of Enterprise Resource Planning (CIERP) Atlanta GA

March 8, 2005

Joint with ISM - "Our Journey to The Malcolm Baldrige Award" Thom Crosby, Pal's Sudden Service Marriott Airport

April 19, 2005

10 Pitfalls of Implementing Lean" Ed Heard Radisson

May 17, 2005

"Effective Team Building" (tentative) Coach Barry Trotz, Nashville Predators NHL Hockey Radisson

June July August - Summer Break

September 20, 2005

"Safety Stock Methods-When, Why and How" Nikole Peek Radisson

October 18, 2005

"Ten Stupid Things Companies Do to Mess Up Their Inventory" Fred Tolbert, CPIM Radisson

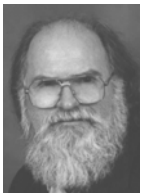
www.apicsnashville.org New internet address

MITE Employment Service



Laura Pyron, our reservation coordinator, has agreed to reestablish and coordinate the Mite Chapter Employment Service. This is a great service for MITE members. It is a valuable resource for both employees seeking new opportunities and employers looking to fill their employment needs. Please send your resumes or job descriptions to Laura at lpyron@campbellhausfeld.com or call her at 615-773-6830.

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Royce Culpepper - Editor
302 Fescue Drive
Mount Juliet TN 37122-3516

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